



Pre-Departure Seminar on

Doing Business in India

for

2011 Maryland Governor's Trade Delegation to India Certified Trade Mission to India

Friday, November 18, 2011

8:30 a.m. - 1:30 p.m.

Tentative Agenda

Timings	Topic	Speakers
8:30 - 9:00 a.m.	Registration and Continental Breakfast	
9:00 - 9:20 a.m.	Welcome and Introduction to the Seminar	Dr. Vinod K. Jain, President & CEO India-US World Affairs Institute, Inc. Dr. Patrick O'Shea, Vice President (Research), University of Maryland
9:20 - 10:00 a.m.	Doing Business in India	Mr. Vinay Mohan Kwatra, Minister Commerce Embassy of India <i>Introduced by:</i> Mr. Robert L. Walker, Assistant Secretary Maryland DBED
10:00 - 10:45 a.m.	Managing Challenges of Doing Business in India <i>How to manage challenges such as safeguarding IP and staying clear of corruption issues in India</i>	Dr. Raj S. Davé, Partner (IP) Pillsbury Winthrop Shaw Pittman LLP Chairman, India-US world Affairs Institute Ms. Marcia A. Wiss, Partner (Trade & Inv.) Co-chair, India Practice Hogan Lovell US LLP <i>Introduced by:</i> Dr. Kamlesh Jain, Director (Res. & Educ.) India-US World Affairs Institute
10:45 - 11:00 a.m.	Coffee Break	
11:00 - 11:40 a.m.	Resources for American Companies Doing Business Abroad <i>U.S. Department of Commerce services for exporters; OPIC and IFC financing; export financing from SBA</i>	Mr. Steve Morrison, Commercial Officer U.S. Department of Commerce Mr. Kabeer Minhas, Managing Partner GlobeTap LLC Mr. William Houck, International Trade Finance Specialist, SBA <i>Introduced by:</i> Dr. Hitendra Ghosh, Vice President Hughes Network Systems

Timings	Topic	Speakers
11:40 - 12:30 p.m.	Roundtable with Senior Executives <i>Listen to distinguished panelists share experiences and lessons learned from their own experiences of doing business in India; Q&A</i>	Mr. William P. Cook, Partner and Chair, International and Domestic Communications Practice, DLA Piper Dr. Hitendra Ghosh Chief Quality Officer and Vice President Hughes Network Systems Board Member, India-US World Affairs Institute Ms. Marcia A. Wiss, Hogan Lovells <i>Introduced by:</i> Dr. Vinod K. Jain
12:30 - 1:00 p.m.	Logistics and Housekeeping Information for Delegates; Q&A	Mr. Robert L. Walker, Assistant Secretary, Business and Enterprise Development Maryland Department of Business and Economic Development (DBED) <i>Introduced by:</i> Dr. Raj S. Davé
1:00 - 1:30 p.m.	Boxed Lunch	

Venue: Kay Boardroom, Kim Engineering Building, University of Maryland, College Park

